



University of St.Gallen

HSG investment
banking days



Guide and
Company Profiles

September 29 -
October 10, 2008
University of St.Gallen

Career Services Center (CSC-HSG)



University of St.Gallen



BANKERS' CLUB



Effektenforum
Your key to banking and finance

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JupiterImages, University of St.Gallen

Foreword by the Organising Committee

Dear Students, After three successful years, this autumn the Investment Banking Days will take place for a fourth time at the campus of the University of St.Gallen. In order to organise this event, the Career Services Center (CSC-HSG) of the University of St.Gallen teamed up with the student initiatives, AIESEC St.Gallen, Bankers' Club and Effektenforum. We hope that you will get valuable insights into the world of investment banking, as twenty-one leading companies will be participating in this year's event from September 29 to October 10.

Once again, it was our goal to make the IBD a unique experience for all of the participants. Prof. Dr. Klaus Spremann, Director of the Swiss Institute for Banking and Finance, and Professor for Management at the University of St.Gallen, will open the Investment Banking Days 2008. From our premium Sponsor UBS we may welcome Adrian Walkling, Head of FX Distribution. The afternoon will be concluded by Thomas Maier, Business Group Director Infrastructure of the European Bank for Reconstruction and Development, who will provide the students with valuable insights in his projects in Eastern Europe. For the first time this year, we are offering students the opportunity to inform themselves about real time analysis tools such as the Reuters Xtra 3000 program, with the support of Thomson Reuters.



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This guide contains essential details about the participating companies. Furthermore, we included information on the application process and a literature overview in order to help students prepare for the interviews. This information was set up for you by CSC-HSG Career Counselling staff.

It is our hope, that during the Investment Banking Days, you will have the opportunity to establish personal relationships with the company representatives and that our brochure will guide you successful through the event. We wish you all the best!

Your Organising Committee of the Investment Banking Days 2008

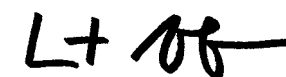
Foreword by the President

Dear Students, Dear Bank Representatives, On behalf of the University of St.Gallen (HSG), I would like to welcome you to the Investment Banking Days 2008. For the fourth time now, this event will take place at the University of St.Gallen. It brings together representatives of renowned Investment Banks and cognate companies and the ambitious students of our university. During two weeks, the students will have the opportunity to become acquainted with the world of Investment Banking.



I would like to take this opportunity to express my gratitude to the participating Investment Banks for their involvement and their commitment to the University of St.Gallen. Furthermore, I would like to thank the organising committee under the guidance of the CSC-HSG, which coordinated this event in cooperation with the student initiatives AIESEC St.Gallen, Bankers' Club, and Effektenforum.

I hope that once again, this year's event will enable students to gain valuable insights and act as a bridge between the students of the University of St.Gallen and the Investment Banks. I wish the organising committee great success in continuing to make the Investment Banking Days 2008 an outstanding event.



Professor Ernst Mohr, PhD
President

Together we ...

create opportunities

What makes us a leading financial firm? People with ideas, skills and a commitment to excellence – like you. Working for UBS exposes you to a global network of diverse talent that handles situations across all aspects of finance. You will have access to world-class training and challenge yourself on demanding projects from day one. A culture built over 140 years encourages respect, mutual support and a belief that our clients benefit most when you are given the opportunity to shine.

It starts with you: www.ubs.com/graduates

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You & Us



Congratulatory Message

Dear Students, Dear Graduates

Starting out on your professional path, you are now faced with one of the most important decisions of your life - choosing the right career. You are now confronted with the challenge of comparing and weighing-up different job offers.

Leaving the world of university and entering the professional world means thoroughly examining the career opportunities offered by the companies in the market.

Whatever your preferences and talents are - there are many career paths open to you. Make the most of events such as the Investment Banking Days at the University of St.Gallen! Visit the information stands of the companies and talk to their representatives, enroll for a workshop or apply for an interview with the company of your choice. This will give you the necessary information and foundation for making an informed decision about your personal objectives and future career steps and perspectives.

I wish you many fruitful discussions with the representatives of the different companies and much success with your job search.

A handwritten signature in black ink, reading "Ch. Garamszegi".

Chantal Garamszegi Braegger
Head of HR Graduate Recruitment
Switzerland, UBS

The Organising Committee of the Investment Banking Days 2008



Career Services Center (CSC-HSG)

The Career Services Center offers seminars, workshops and private career counselling to help you develop as a person in preparation for your life as a professional. In addition to the "Career Development Programme", the Career Services Center also organises career fairs, reviews application documents together with corporate representatives, and will lend you job application literature and its Application Guidebook (Bewerbungsratgeber) from its career library (Infothek).

An individual career counselling appointment may assist you with the following: Evaluating your current situation in relation to job opportunities, creating alternative strategies, and supporting your internship and job search. Our Career Counsellors provide feedback on the quality and effectiveness of your CV and cover letter. Learn to create and maintain application documents as an optimal tool for self-marketing.

A selection of up-to-date media on all aspects of your job application process is available for 1-week loans from our Infothek. Our category listings include: Applying for jobs, Assessment Center tips, interview techniques, job and company descriptions, job entrance examinations, self-assessment, and working abroad, among others. In addition, you will find a variety of magazines and company brochures available for pick-up in our offices. The CSC-HSG Application Guidebook provides valuable instructions and offers a multitude of practical tips to facilitate your professional development as well as successful internship and job search.

With our "Career Development Programme" we offer hands-on seminars and workshops throughout the year on topics such as:

Assessment Center training, career planning, CV and cover letter workshops, interview techniques, self-marketing, and personality testing (MBTI), among others. Please visit *HSGtalents* for current listings.

HSGtalents, the CSC-HSG's online venue, has want-ads for internships and full-time and part-time jobs, as well as important information on the recruiting companies. If you would like to be among the first people our partners consider for a job, you can also put your résumé online there. Depending on your application strategy, you may choose various levels of online visibility.

No matter what type of degree you're pursuing, the Career Services Center (CSC-HSG) is happy to support you in all your career aspirations. We are glad to set up a career counselling appointment or answer any short questions you may have from Monday through Thursday between 11:00 a.m. and 1:00 p.m. Just give us a call or come by in person.

You can find *HSGtalents* and additional information on www.csc.unisg.ch.



AIESEC is an international platform enabling young people to discover and develop their potential. Our platform is designed to activate leadership. As a learning organization AIESEC provides various opportunities to develop the necessary skills and connections in order to succeed as future leaders and to drive change and positive impact in society.

As the largest student-run organization in the world, AIESEC is present at over 1'100 universities in more than 100 countries. Our network connects 28'000 members, thousands of organisations and hundred-thousands of alumni worldwide. All this gives our members ideal opportunities to build valuable connections and individual networks.

Our members gain first hand leadership experience by taking one of the 60 leadership positions provided each year. They gain an international outlook by working abroad through our international internship program, which enables 4500 students each year to live and work in another country. Additionally, we aim to develop various soft-skills through coaching, practical and theoretical training and self-driven learning.

AIESEC helps companies to recruit highly qualified, responsible students with diverse professional backgrounds from all over the world. Besides "Investment Banking Days" and "FORUM HSG", AIESEC St.Gallen organizes other high-profile projects, workshops and career services in cooperation with the University of St.Gallen, our partner firms and sponsors.

For more information about our diverse activities have a look at our website: www.sg.aiesec.ch.

BANKERS' CLUB

The Bankers' Club - Building a bridge between academia and the financial community

Founded in 1986 by the Swiss Institute of Banking and Finance and students of the University of St.Gallen, the Bankers' Club strives to build a bridge between the financial services industry, students and the academic body of the Swiss Institute of Banking and Finance. With far more than 200 active members, the Bankers' Club is proud of being able to provide a rather unique opportunity for companies to meet both ambitious and interested students.

In order to achieve this goal, the Bankers' Club invites representatives from the financial services industry to present themselves and the organizations they work for. Thereby, the Bankers' Club provides a valuable platform for companies to organize corporate events, at which they can present career opportunities in a great variety of formats to selected students at the University of St.Gallen.

In the recent past, the Bankers' Club was able to organize an impressive number of events

with very well respected companies and their representatives. In the near future, the Bankers' Club will continue to be responsible for intriguing events, innovative activities and fascinating projects, all in close connection to current developments in the financial services industry.

For more information, please visit our new website: www.bankersclub.net.



Your key to banking and finance

The Effektenforum is a student initiative which organizes a wide spectrum of activities in the areas of banking and finance. Through maintaining a limited membership, since its foundation in 1997, the Effektenforum consists of a select number of individuals, aiming to provide exclusive events for all of the students at the University of St.Gallen.

The Effektenforum offers a wide spectrum of activities in the area of financial and capital markets. In particular through the medium of workshops, guest lectures and other events such as online stock market simulations, the Effektenforum gives students an understanding of financial instruments and events in the markets.

To further deepen the students' comprehension, the Effektenforum offers access to real-time market data via Reuters and arranges instructions to Reuters 3000 Xtra.

On www.effektenforum.ch you can find more information on the events we offer.



How can you make the best use of the Investment Banking Days?

Most importantly, they are providing you with a chance to obtain a first impression of various companies and to leave behind a good first impression of yourself. If you are planning on finding a position in the banking and finance industry, the IBD will be an excellent opportunity for initial networking. Your own preparation for the IBD fair, workshops and interviews has a lot to do with your overall success at the event. Make sure that you take time to think about and get the following ready:

1. Update Your Profile and Registration
2. Research the Companies
3. Prepare Your CV
4. Attend to Dress and Etiquette
5. Sharpen Your Interviewing Skills
6. Follow Up



1. Get Ready For Launch - Update Your Profile and Registration

HSGtalents allows you to view the IBD schedule, manage your participation at workshops, register for interviews, and receive up-to-date information on the entire event:

- Enter your profile information into HSGtalents.
- Sign-up for the HSGtalents Newsletter.
- View the IBD schedule, and match dates and times with your own availability.
- Apply for IBD workshops and interviews. We kindly ask you to limit your participation to no more than five workshops or interviews. Note: Some companies may require you to apply additionally on their website.
- Sign-up for pre-IBD seminars and workshops organised through the CSC-HSG Career Development Programme. (See page 62 for more details)

Use HSGtalents for a number of additional, career-related services, such as locating jobs on its online vacancies noticeboard, registering for workshops and seminars with the CSC-HSG Career Development Programme, viewing company profiles, and maintaining your CV for companies to access your profile directly.

2. It's All in the Details - Research the Companies

Knowing the companies attending and preparing to speak to them is key to your success:

- Take a look at the company profiles featured in this brochure, and identify the ones that you are most interested in approaching.
- Visit these companies' websites to find out about company background and culture, types of positions available and selection process, mission statement, core competencies, skills, and experience desired. Which companies have the positions, location, culture, opportunities, etc., that best match your goals?
- Draw up a shortlist of banks you intend to meet and consider carefully why you favor them in particular.
- Continue to learn more about your top choices. Make sure you know the basics, but look for information on training programs, opportunities for advancement, interview process, and more. The more you know, the less they will have to tell you and you will make a favorable impression.
- While researching, compile a list of questions that you may not be able to answer. These are great questions to ask representatives when you meet with them.

3. Your Unique Selling Point - Prepare Your CV

To present a well-crafted CV is a major selling-point of your skills and experiences. Begin drafting your CV early in the process as it takes time to prepare and refine. For help with starting and improving your CV, take advantage of the following resources:

- Attend the "How to Successfully Apply to Investment Banking" workshop on September 18, offered by CSC-HSG in cooperation with Goldman Sachs. (See page 62 for more information.)
- Have your CV checked as part of the IBD's "Application Documents Check" on September 23 and 24. This service is presented to you by CSC-HSG in cooperation with Staufenberg, Swiss National Bank and VTM Group Liechtenstein. For information on registration and sign-up, see page 62 of this brochure.
- Review the recommendations for CV preparation as well as sample CVs provided in the CSC-HSG Application Guidebook (German only). Available at the CSC-HSG office, Guisanstrasse 3.
- Make sure to enter your CV information into HSGtalents using English language.

4. Open Doors - Attend to Dress and Etiquette

Looking professional will not get you the job, but it allows for an image that provides you with the right kind of attention. To dress professionally is a combination of proper grooming and appropriate attire.

Formal dress code includes

- For women: suit with skirt (below knee level) and blouse; or suit with pants and blouse; dress shoes (closed-toe)
- For men: suit (preferably dark); or classic combination of jacket and trousers; white or single-coloured shirt; tie; dark socks and dark shoes

Your briefcase looks professional and contains

- your to-do-list and personal timetable for company visits, workshop and interviews
- enough copies of your current application documents
- your questions for the companies
- business cards if you have them
- notepad and ballpoint pen

Tips for grooming:

- Wear little or no perfume.
- Hair should be neat and simply styled. Long hair appears more elegant when tied back.
- Make sure your breath is fresh - bring along breath mints.
- Minimal jewelry and make-up is standard, too much of either can be distracting.
- For additional information, consult the CSC-HSG Application Guidebook page 135ff.

5. First Impressions - Sharpen Your Interviewing Skills

It is important for you to be able to communicate effectively while talking to company representatives. Know your resume and practice telling them about your skills, experiences, and motivation. In general, approach your conversations at the IBD as if you were to interview for a job:

- Greet company representatives with a firm handshake, a smile, and maintain appropriate eye contact. Address them by name.
- Be clear about your possible career objectives and bring your application documents with you, in case you are asked to provide them to a company representative.
- Prepare and rehearse a brief statement or “commercial” about yourself. It includes an overview of your experiences and skills, a description of your career goals, and an explanation as to why you are interested in the company.
- Talk to department representatives, line managers and trainees to obtain valuable information about their experience.
- List and memorize the questions you want to ask the companies.
- Find out enough information for you to better assess if the work there will suit you, while keeping the limited time available in mind.
- At the end of the interview, ask for a business card and take notes as to the next steps to take. Thank the company representative for his or her time.

Note: On September 25, CSC-HSG presents a “How to Get the Banking Job You Want” workshop in collaboration with Lehman Brothers. This workshop aims to provide you with the ins and outs of interviewing for an investment banking job. See page 62 for additional information.

6. Building Connections that Last - Follow Up

Did you establish great initial contacts at the IBD? Remember to follow-up in order to maintain and expand your professional network:

- If you intend to apply for a position, utilize the information gathered through personal discussions with the company representative, or express your interest in the company by referring to a specific IBD event.
- Alumni are often in attendance. They can provide you with information that you will not find on the companies’ websites. Ask for their E-mail addresses so that you can contact them later for additional information before you go on a job interview.
- Treat e-mail as a formal letter in your follow-up (use appropriate headings as well as grammar/spell check).

We wish you a successful time at the IBD!

Your CSC-HSG Career Counselling team.

www.csc.unisg.ch

Sources of Information

Consider the following sources to gain an overview of current issues, terminologies and career-related tips to prepare for your IBD visit.

1. Keep yourself up-to-date through periodicals and journals

In order to discuss current issues and trends with recruiters and interviewers, it is important for applicants to keep up with the news. Consult the following journals for information on the financial market:

Business Week

www.businessweek.com

Business Week is the leading business news magazine in the United States.

Financial Times

www.ft.com

The Financial Times reports extensively on business and features share and financial product listings. It also has a sizeable network of international reporters.

Finanz und Wirtschaft

www.fuw.ch

Finanz und Wirtschaft is the finance newspaper of the German-speaking part of Switzerland. It holds a vast readership as a purely business and stock exchange newspaper.

International Herald Tribune

www.ihf.com

Think local, read global. Turn to the International Herald Tribune for a broader perspective on international news from politics, finance to sport and arts.

The Economist

www.economist.com

The Economist is an English-language weekly news and international affairs publication. The Economist's primary focus is world news, politics and business, but it also runs regular sections on science and technology as well as books and the arts.

Wall Street Journal

online.wsj.com

The Wall Street Journal newspaper primarily covers US and international business as well as financial news. It is the main competitor of the London-based Financial Times.

2. Learn more about investment banking and the global financial markets in general

Numerous books on different areas of investment banking allow you to gain an overview and to acquire the appropriate knowledge and terminologies. Topics include corporate finance, valuation, the world's financial markets as well as the wide array of financial products:

2.1. Investment Banking

Brealey, R.A. and Myers Stewart C. (2008): Principles of Corporate Finance (9th ed.). McGraw-Hill Publ.Comp.

This is the worldwide leading text on the theory and practice of corporate finance. Throughout the book the authors show how managers use financial theory to solve practical problems and as a way of learning how to respond to change by showing not just how but why companies and management act as they do.

Bruner, R. (2004). Applied Mergers & Acquisitions. New York: Wiley & Sons.

The Applied Mergers and Acquisitions workbook provides a useful self-training study guide for readers of Applied Mergers and Acquisitions who want to review the drivers of M&A success and failure.

Damodaran, A. (2002). Investment Valuation (2nd ed.). New York: Wiley & Sons.

Valuation is at the heart of every investment decision, whether that decision is to buy, sell, or hold. But the pricing of any financial asset has become a more complex task in modern financial markets.

DePamphilis, D. (2005). Mergers, Acquisitions and other Restructuring Activities (3rd ed.). San Diego: Academic Press

This book brings together the essential elements of each domain, including subjects that are often overlooked or treated only superficially by other texts. These subjects include post-merger integration, deal structuring and strategies, financial modeling and simulation, and more.



Koller, T., Goedhart, M. and Wessels, D. (2005). *Valuation: Measuring and Managing the Value of Companies* (4th ed). New York: Wiley & Sons.
Hailed by financial professionals worldwide as the single best guide of its kind, *Valuation* is thoroughly revised and expanded to reflect business conditions in today's volatile global economy.

Liaw, T. K. (2006). *The Business of Investment Banking* (2nd ed.). New York: Wiley & Sons.
The *Business of Investment Banking: A Comprehensive Overview* is a complete guide to the major banking activities in today's global marketplace.

Morrison, A. D., and Wilhelm, W. J. (2007). *Investment banking: Institutions, politics, and law*. New York: Oxford University Press.
Investment Banking: Institutions, Politics, and Law provides an economic rationale for the dominant role of investment banks in the capital markets, and uses it to explain both the historical evolution of the investment banking industry and also recent changes to its organisation.

Ross, S. A., Westerfield, Randolph W. and Jaffe Jeffrey. (2005). *Corporate Finance* (7th ed.). Boston: McGraw-Hill.
Corporate Finance, by Ross, Westerfield, and Jaffe is a popular textbook that emphasizes the modern fundamentals of the theory of finance, while providing contemporary examples to make the theory come to life.

Shapiro, A. C. (2006). *Multinational Financial Management* (8th ed.). New York: Wiley & Sons.
Multinational Financial Management provides a conceptual framework within which key financial decisions of the multinational firm can be analyzed. The approach is to treat international financial management as a natural extension of financial management principles.

Smith, R. C., and Walter, I. (2003). *Global banking* (2nd ed.). New York: Oxford University Press.
This is a revision of the business of global banking. With the increased globalization of the world economy few sectors are the equal of banking and financial services in dynamism or structural change.

Walter, I. (2004). *Mergers and acquisitions in banking and finance - What works, what fails and why?* New York: Oxford University Press.
This book is intended to lay out, in a clear and intuitive as well as comprehensive way, what we know - or think we know - about mergers and acquisitions in the financial services sector. It evaluates their underlying drivers, factual evidence as to whether or not the basic economic concepts and strategic precepts are correct.

2.2. Global Financial Markets

Drobetz, W., Oertmann, P. and Zimmermann, H. (2003). *Global asset allocation: New methods and applications*. New York: John Wiley & Sons.
This book reveals new methodologies for asset pricing within a global asset allocation framework and contains cutting-edge empirical research on global markets and sectors of the global economy.

Fabozzi, F. (2005). *The Handbook of Fixed Income Securities* (7th ed.). New York: McGraw-Hill.
This is the world's number 1 fixed income book. "The Handbook of Fixed Income Securities" occupies the top spot as the most authoritative, widely read reference in the global fixed income marketplace.

Giddy, I. H. (1994). *Global Financial Markets*. Boston: Houghton Mifflin.
This book is about the financial markets, domestic and international, that are used by multinational corporations, government agencies, and banks in the conduct of their business. While it is not about financial management per se, it explains much about the markets in which corporate international financial managers have to deal.

Grinblatt, M. and Titman, S. (2001). *Financial Markets and Corporate Strategy*. Boston: Irwin/McGraw-Hill
Rather than organising the text around financial theory and then thinking about potential applications, the authors began by thinking about finance practice, and then organized the book around the tools needed to create value in the financial management of a corporation.

Hull, J. C. (2008). *Options, Futures and Other Derivatives* (7th ed.). Upper Saddle River, NJ: Prentice-Hall.
Designed to bridge the gap between theory and practice, this successful book is regarded as "the bible" in trading rooms throughout the world. The book covers both derivatives markets and risk management.

McLeavey, D., and Solnik, B. (2008). *Global Investments*, (6th ed). New York: Addison Wesley.
Written for advanced undergraduates and MBA students and widely used by professionals working in the investments area, *International Investments* provides accessible coverage of international capital markets

Obstfeld, M. and Taylor, A. M. (2005). *Global Capital Markets: Integration, Crisis, and Growth*. Cambridge: Cambridge University Press.
This book presents an economic survey of international capital mobility from the late nineteenth century to the present. The authors examine the theory and empirical evidence surrounding the fall and rise of integration in the world market.

Reilly, F. K. and Brown, K. (2006). *Investment analysis and portfolio management* (8th ed.). Mason, Ohio: Thomson / South-Western.
Written by a widely respected author team, this investments text takes an empirical approach to explaining current, real-world practice. Providing the most comprehensive coverage available, the text emphasises investment alternatives and teaches students how to analyse these choices and manage their portfolio

Skinner, F. (2005). *Pricing and Hedging Interest & Credit Risk sensitive instruments*. Oxford: Elsevier Butterworth-Heinemann.
This book is tightly focused on the pricing and hedging of fixed income securities and their derivatives. It is targeted at those who are interested in trading these instruments in an investment bank.

Smith, R. C., and Walter, I. (1997). *Global capital markets and banking*. New York: McGraw-Hill.
This case volume focuses on the changing nature of global banking and capital markets including the array of new financial instruments. The structure of the global financial sector is examined in terms of public policies, strategies and tactics of asset managers and investment banks.

3. Your Career in Banking

A number of guidebooks provide you with insight into the ins and outs of applying to investment banking jobs, different areas in investment banking, how to approach the job search and application process, as well as individual company profiles.

3.1. General Career Information

eFinancialCareers (2007). *Careers in Financial Markets*. Your guide to finding a job in banking and finance. eFinancialCareers.

Kim, G. (2008). *Vault Career Guide to Sales & Trading* (2nd ed.) New York: Vault Inc.

Lott, T. (2008). *Vault Career Guide to Investment Banking* (6th ed.). New York: Vault Inc.

Martinez, M. (2008). *Vault Career Guide to Hedge Funds* (2nd ed.). New York: Vault Inc.

Rao, A. (2006). *Vault Guide to the top European Banking Employers*. New York: Vault Inc.

WetFeet (2005). *Killer Investment Banking Resumes!* (2nd ed.). San Francisco: WetFeet, Inc.

WetFeet (2008). *The WetFeet Insider Guide to Careers in Asset Management & Retail Brokerage*. San Francisco: WetFeet, Inc.

WetFeet (2008). *The WetFeet Insider Guide to Careers in Investment Banking*. San Francisco: WetFeet Inc.

3.2. Interview Preparation

Bhatawadekhar, D. (2008). *Vault Career Guide to Finance Interviews* (7th ed.). New York: Vault Inc.

Jui, B. (2007). *Starting Your Career as a Wall Street Quant: A Practical, No-BS Guide to Getting a Job in Quantitative Finance and Launching a Lucrative Career*. Parker: Outskirts Press.

WetFeet (2003). *Beat the Street® I: Investment Banking Interviews* (2nd ed.). San Francisco: WetFeet Inc.

WetFeet (2005). *Beat the Street® II: I-Banking Interview Practice Guide* (2nd ed.). San Francisco: WetFeet Inc.

3.3. Company profiles

Wetfeet (2008). *25 Top Financial Services Firms*. San Francisco: WetFeet (2008).

Wetfeet further publishes books outlining individual company profiles.



Is the world of Investment Banking a black box for you?



Schedule - Week 1

	08:00	09:00	12:00	14:15 14:30	17:15	18:00
Monday September 29		Fair, Room FOYB/FOYS		Speeches, Room 09-011		
Tuesday September 30		UBS AG, Room 06-003/06-005				
		UBS AG, Room 22-104				
Wednesday October 1		Barclays Capital, Room 09-120				
		Goldman Sachs, Room 06-005				
		Goldman Sachs, Room 09-115				
				Barclays Capital, Room 09-112		
Thursday October 2		Citi, Room 06-005				
		Deutsche Börse Group, Room 06-003				
		Citi, Room 09-115				
				Deutsche Börse Group, Room Z131		
Friday October 3		SwissRe, Room 09-115				
				JP Morgan, Room 09-115		

Schedule - Week 2

	08:00	09:00	12:00	14:15 14:30	17:15	18:00
Monday October 6		Deutsche Bank AG, Room 06-005				
		Dresdner Kleinwort, Room 09-120				
		Rothschild GmbH, Room 06-003				
		Rothschild GmbH, Room 10-U140			Deutsche Bank AG, Room 09-115	
Tuesday October 7		Credit Suisse, Room 06-005				
		Morgan Stanley, Room 06-003				
		Credit Suisse, Room 09-112				
				Société Générale, Room Z131		
Wednesday October 8		Lehmann Brothers, Room 06-005				
		Sal. Oppenheim jr. & Cie. Corporate Finance (Switzerland) Ltd., Room 06-003				
		UniCredit Group, HypoVereinsbank, Room 09-120				
		Lehmann Brothers, Room Z131			HSBC Bank plc, Room Z131	
Thursday October 9		Capital International S.A., Room 06-005				
					IBM Schweiz AG, Room Z130	
Friday October 10		BNP Paribas (Suisse) SA, Room 09-115				

WE LIKE TO CULTIVATE AN ENTREPRENEURIAL SPIRIT. YOU, FOR EXAMPLE

EXPECT EXCELLENCE

In just eleven years, here at Barclays Capital, we've grown from a new operation into one of the world's leading investment banks.

And that's something you can't do by committee. Instead, we encourage our people to have ideas and run with them. To exercise their autonomy. To follow their commercial instincts. You could say that entrepreneurialism is our watchword. (You see, even with our watchword we like to think big.) To find out more, visit barcap.com/expectexcellence

barcap.com/expectexcellence

EARN SUCCESS EVERY DAY



Barclays Capital



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Barclays Capital is the investment banking division of Barclays Bank PLC which has an AA long-term credit rating and a balance sheet of over £1.2 trillion (US\$2.4 trillion). With a distinctive business model, Barclays Capital provides large corporate, government and institutional clients with solutions to their financing and risk management needs.

Barclays Capital has offices in 29 countries, employs over 16,200 people and has the global reach and distribution power to meet the needs of issuers and investors worldwide.

Facts and information

Sectors:	Banking/Finance
Number of employees worldwide:	16,500
Locations:	Europe: London, Paris, Amsterdam, Zurich, Milan, Madrid, Frankfurt / Asia: Hong Kong, Singapore, Tokyo, Beijing, Shanghai / USA: including: New York, Washington, Chicago, Boston

What is important to us

	1	2	3	4	5	6	7	8	9	10
Grades at university:										
Duration of studies:										
Extracurricular activities:										
Work experience:										
Experience abroad:										
Languages:										
Required language skills:										

Bachelor:	✓
Master:	✓
Ph.D. students:	✓ For Quant Associate Roles only
MBA/EMBA:	✓ Must also have several years full-time professional work experience before MBA
What is also important to us	Team players, high level achievement
Preferred major	None

What we offer

Departments:	All roles across front office & infrastructure
Internships:	✓ All departments - primarily summer (June-Aug)
Trainees:	✗
B.A./M.A. thesis:	✗
MBA projects:	✗
Application procedure	On-line via www.barcap.com/expectexcellence

You can apply for the following dates during the IBD

Workshop	Wednesday, October 1, 2:15 PM - 6:00 PM, Room 09-112
Interview	Wednesday, October 1, 8:00 AM - 6:00 PM, Room 09-120

We are tennis

GOODWILL TENNIS • AMATEUR • RISING STARS • PROFESSIONAL



Tennis is about performance, creating opportunities, anticipating being in the right place at the right time, and making the right moves. And this is the same as banking with BNP Paribas, a worldwide leader in Retail Banking, Corporate & Investment Banking, and Asset Management & Services. As the official sponsor of Roland Garros, the Davis Cup, the Fed Cup, the Monte Carlo Masters Series, the BNP Paribas Masters, the Internazionali BNL d'Italia and over 500 tennis tournaments worldwide, BNP Paribas and tennis are the perfect match.

Michèle C. REY
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BNP Paribas is an European Leader in global banking and financial services and is one of the 4 strongest banks in the world.

In Switzerland, the Group holds key positions in major segments:

- Corporate & Investment Banking (CIB)
- Private Banking

Facts and information

Sectors:	Banking/Finance
Number of employees worldwide:	162'700
Number of employees in Switzerland:	1'800
Locations:	In over 85 countries worldwide / In Switzerland, based in Geneva, Zurich, Basel, and Lugano

What is important to us

	1	2	3	4	5	6	7	8	9	10
Grades at university:										
Duration of studies:										
Extracurricular activities:										
Work experience:										
Experience abroad:										
Languages:										
Required language skills:	German, English, French									

Bachelor:	✓
Master:	✓
Ph.D. students:	✓
MBA/EMBA:	✗
What is also important to us	Team players, strong motivation, good analytical skills, enthusiastic and finally in total agreement with the values of the Group (Responsiveness, Creativity, Commitment, Ambition)
Preferred major	Business Administration, Economics, Financial Analysis, Law, Statistics & IT

What we offer

Departments:	Corporate & Investment Banking (Commodity Trade Finance leader in the world, Fixed Income...) Private Banking
Internships:	✓ 4 months
Trainees:	✓ 9 to 18 months
B.A./M.A. thesis:	✗
MBA projects:	✗
Application procedure	Online-Application, Interviews

You can apply for the following dates during the IBD

Workshop	Friday, October 10, 8:00 AM - 12:00 PM, Room 09-115
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The Capital Group Companies is one of the world's premier global investment management firms, well known for its value-oriented, research-driven, long-term investment philosophy.

Capital International S.A. is our Geneva based subsidiary, which currently employs approximately 360 associates.



... looking for something different

► Global Institutional Operations Graduate Program

The "Global Institutional Operations" is the center for operational support to our institutional clients located in Europe, the Middle East, Africa, Australia and Asia including Japan.

The GIO Graduate program is a two-year rotational graduate program that provides a hands-on exposure. Throughout this program, you will learn the mechanics of the business whilst encountering numerous opportunities to make an important contribution along the way. If you are naturally curious, determined, with a sharp analytical mind and excellent communication skills, then our Graduate program could be exactly what you have been looking for.

Capital Group Companies' Senior Managers will be attending the HSG Investment Banking Days fair to provide you with further information and answer your questions on the Capital Group and the GIO Graduate Program
Monday, 29th September 2008 from 9am to 2:30pm at HSG
B-building, B-foyer, Ground floor, Stand 14

An Interview day will be held on Thursday, 9th October 2008 at HSG, Room 06-005
Places are limited. Please send your applications via HSGtalents
by visiting the website: www.investmentbankingdays.com

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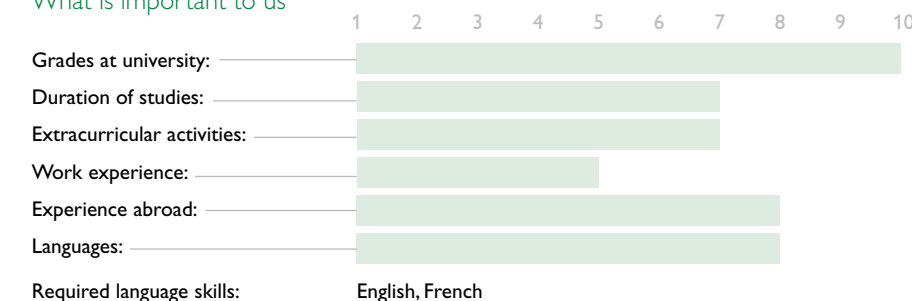
The Capital Group Companies is one of the world's premier global investment management firms, well known for its value-oriented, research-driven, long-term investment philosophy. Capital International S.A. is our Geneva based subsidiary.

We've been in the investment management business for 75 years. From the beginning, we have followed a consistent philosophy and approach to generate long-term results for our investors around the world. At the heart of our success is a commitment to a number of core beliefs: the importance of long-term investing, the value of in-depth global research, adherence to a disciplined investment management philosophy, and a code of ethics that emphasizes honesty and integrity. We've grown from a single office to a global organization. We got here by paying attention to our most important assets - our associates. That's why we hire quality people.

Facts and information

Sectors:	Banking/Finance
Number of employees worldwide:	9000
Number of employees in Switzerland:	360
Locations:	19 Offices across North America, Europe and Asia

What is important to us



Bachelor:	✓
Master:	✓
Ph.D. students:	✗
MBA/EMBA:	✗

What we offer

Departments:	Global Institutional Operations (GIO)
Internships:	✓ GIO Graduate Program
Trainees:	✓
Application procedure	Please send your applications via www.capgroup.com

You can apply for the following dates during the IBD

Interview	Thursday, October 9, 8:00 AM - 6:00 PM, Room 06-005
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YOUR FUTURE NEVER SLEEPS.



Dreams.

After a fruitful strategy session with a local Hong Kong designer, Fiona joins her Citi colleagues for a late dinner in Kowloon. >>> But in Dubai, Clark is busy discussing a bond issue with the Minister of Finance. >>> In Paris, Fareed smiles as his thrilled client credits him with a successful public launch. >>> And in New York, Sarah checks how today's increase in oil prices has affected the Hang Seng.

Realities.

Around the world and around the clock, Citi employees are doing some of the most exciting and challenging work in the finance sector. It's a background that allows our people to go on to run everything from global companies to entire countries. The opportunities are out there if you know where to look. A good place to start is oncampus.citi.com

Citi never sleeps™



Citi



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Citi is one of the world's pre-eminent financial services companies. Our unique global franchise is highly respected worldwide and is among the most trusted M&A advisors and a leading underwriter in debt and equity. We are also one of the dominant sales and trading houses for equity, debt and derivatives.

Based on our strong emphasis on teamwork, commitment to excellence, innovation and client focus, we are building upon one of the strongest investment banking franchises globally as well as in Europe and in the German speaking countries. Our leading position in German speaking countries with respect to M&A and Corporate Finance reflects our long standing commitment to these markets and our excellent relationships with leading corporates, financial investors and institutions.

Facts and information

Sectors:	Banking/Finance
Number of employees worldwide:	320000
Locations:	Frankfurt, Zurich, London, New York etc.

What is important to us

	1	2	3	4	5	6	7	8	9	10
Grades at university:										
Duration of studies:										
Extracurricular activities:										
Work experience:										
Experience abroad:										
Languages:										
Required language skills:	German, English									

Bachelor:	Upon request
Master:	Upon request
Ph.D. students:	Upon request
MBA/EMBA:	Upon request
What is also important to us	Superior academic performance, strong communication and interpersonal abilities, excellent quantitative skills, ability to work independently and in a team, strong organisational skills, a high degree of self-motivation, initiative and leadership potential.
Preferred major	All degrees, especially with focus on business / finance.

What we offer

Departments:	Corporate and Investment Banking
Internships:	✓
Trainees:	✓
B.A./M.A. thesis:	✗
MBA projects:	✗
Application procedure	All applications must be submitted via the careers link on www.oncampus.citi.com

You can apply for the following dates during the IBD

Workshop	Thursday, October 2, 8:00 AM - 12:00 PM, Room 09-115: Different perspectives on an M&A Target - analysis tool-kit for a buy-side mandate
Interview	Thursday, October 2, 8:00 AM - 6:00 PM, Room 06-005



Sie denken an
Karrierestart.

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erfolgreiche
Zukunft.

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Die Credit Suisse ist eine der weltweit führenden Banken und bietet vielfältige Karrieremöglichkeiten. Unser Career Start Programm ermöglicht talentierten Hochschul- und Fachhochschulabsolventen den Einstieg in die verschiedensten Bereiche wie Relationship-Management, Privat- oder Firmenkundenberatung bis hin zum Produktmanagement und Research. Verschaffen Sie sich einen Überblick unter www.credit-suisse.com/careers.

Neue Perspektiven. Für Sie.

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Credit Suisse

CREDIT SUISSE

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Homepage: <http://www.credit-suisse.com/careers>

Credit Suisse Group is a leading global financial services company headquartered in Zurich. Credit Suisse serves its diverse clients through its three divisions – Private Banking, Investment Banking and Asset Management – which cooperate closely to provide holistic financial solutions based on innovative products and individually tailored advice. Credit Suisse is active in over 50 countries and employs approximately 49'000 people.

Credit Suisse Group considers the skills and cultural diversity of its employees to be among its greatest strengths. We strive to be an employer of choice for individuals seeking careers in the financial industry. We aim to provide a stimulating working environment, attractive training and development opportunities. For further information please visit www.credit-suisse.com.

Facts and information

Sectors:	Banking/Finance, Banking/Finance > Asset Management, Global Markets - Equities, Global Markets - Fixed Income, Investment Banking/ Corporate Finance, Private Banking
Number of employees worldwide:	Approx. 49'000
Number of employees in Switzerland:	Approx. 20'000
Locations:	Worldwide

What is important to us

	1	2	3	4	5	6	7	8	9	10
Grades at university:										
Duration of studies:										
Extracurricular activities:										
Work experience:										
Experience abroad:										
Languages:										
Required language skills:	German, English									

Bachelor:	✓
Master:	✓
Ph.D. students:	✓ Academic Research Program
MBA/EMBA:	✓
What is also important to us	Interpersonal skills, integrity, initiative, engagement, team players, good analytical skills
Preferred major	All, but mainly Business Administration, Economics, IT, Business IT and Law

What we offer

Departments:	Relationship Management Private Clients / Corporate Clients, Finance, IT, Legal&Compliance, Consulting, Investment Banking, Asset Management and others
Internships:	✓
Trainees:	✓
B.A./M.A. thesis:	✓ On request
MBA projects:	✗
Application procedure	Online application - online assessment - structured interview - multimodal interview - performance test

You can apply for the following dates during the IBD

Workshop	Tuesday, October 7, 8:00 AM - 12:00 PM, Room 09-112: Insight into Investment Banking at Credit Suisse
Interview	Tuesday, October 7, 8:00 AM - 6:00 PM, Room 06-005

Ihre Vision: Der optimale Start in Ihre Zukunft. Unser Versprechen: Ausgezeichnete Einstiegsprogramme.



Jetzt bewerben!

Für viele ist der Hochschulabschluss die Erfüllung eines lang gehegten Traums. Doch für Sie ist es erst der Anfang – und der Zeitpunkt für eine der wichtigsten Entscheidungen für Ihre Zukunft. Die Deutsche Bank gibt Ihnen die Möglichkeit, Ihre Ziele zu erreichen. Als eines der weltweit führenden Finanzunternehmen bieten wir Ihnen das geeignete Umfeld, um Ihre Karriere ideal zu starten und voranzutreiben. Steigen Sie bei uns ein, und finden Sie Ihren Weg in einem der besten Teams der Finanzbranche!

Folgen Sie Ihrer Vision. Bewerben Sie sich jetzt.
Mehr Infos unter www.db.com/careers/de oder +49 (0)69 910-36221.

Asset Management
Corporate Development
Finance
Global Banking
Global Markets
Group Technology & Operations
Human Resources
Inhouse Consulting
Legal, Risk & Capital
Private & Business Clients
Private Wealth Management
Regional Management

Leistung aus Leidenschaft.

Deutsche Bank



Deutsche Bank AG



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E-mail: nathalie.jouan@db.com
Homepage: <http://www.db.com/careers>

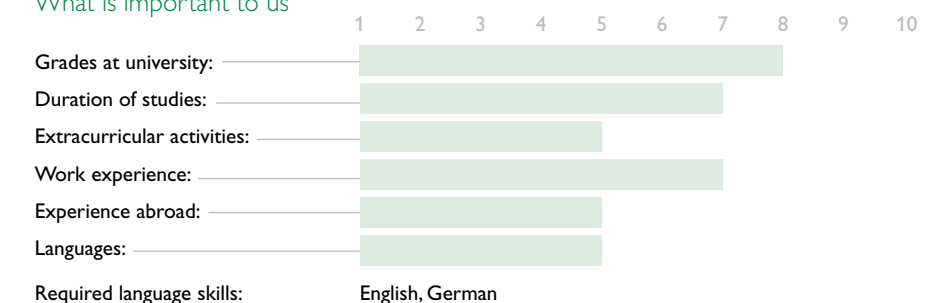
At Deutsche Bank, 'A Passion to Perform' is more than just a claim - it's the way we do business. We are committed to being the best financial services provider in the world, delivering superior solutions to our demanding clients. Key to our success are our employees, who come from 150 different nations and work in 76 different countries around the globe.

We embrace this talent and diversity as it holds a vast potential for creativity and innovation and enables us to continuously learn from each other. It's the people who make the difference and we therefore value performance, encourage team-work, pay competitively and support our employees in their personal and professional growth. Today it is a financial services provider with more than 80,000 employees, top executor of M&A deals, and the global leader in securities trading. Deutsche Bank's success has also been recognized by industry surveys.

Facts and information

Sectors: Banking/Finance
Locations: Offices in more than 70 countries, e.g. Switzerland, Germany, UK, U.S. and Asia

What is important to us



Bachelor: ✓
Master: ✓
Ph.D. students: ✓
MBA/EMBA: ✓
What is also important to us: Fun and interest in Banking, creativity, innovation, team spirit, humor, commitment
Preferred major: Business administration

What we offer

Departments: You can start where you would like to: Investment Banking and Private Wealth Management as well as Asset Management and Divisional Functions

Internships: ✓
Trainees: ✓
B.A./M.A. thesis: ✓
MBA projects: ✓
Application procedure: On-line: <http://www.db.com/careers>

You can apply for the following dates during the IBD

Workshop: Monday, October 6, 2:15 PM - 6:00 PM, Room 09-115:
Challenges for banks in current financial markets
Interview: Monday, October 6, 8:00 AM - 6:00 PM, Room 06-005



Leistung. Oder Leidenschaft. Wieso eigentlich oder?

Wir sind anders als Sie denken! Das Geschäftsmodell der Gruppe Deutsche Börse ist so vielseitig, dass wir Mitarbeiterinnen und Mitarbeiter mit Studienabschlüssen aus den unterschiedlichsten Fachbereichen suchen: Wirtschaftswissenschaften, Wirtschaftsinformatik, Mathematik, Informatik und Physik ebenso wie Geisteswissenschaften und Jura. Analytisches Denkvermögen, Ergebnisorientierung, ausgeprägte Team- und Kommunikationsfähigkeit sowie sehr gute Englischkenntnisse setzen wir voraus. Neben der fachlichen Kompetenz sind uns authentisches Auftreten und eine engagierte Persönlichkeit wichtig. Wir bieten ein breites Spektrum an spannenden Aufgaben im internationalen Umfeld der größten Börsenorganisation der Welt.

Weitere Informationen: www.deutsche-boerse.com/career



Deutsche Börse Group



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Deutsche Börse Group is far more than a mere marketplace organizer for the trading in shares and other securities. It is one of the largest exchange organizations worldwide. With advanced technology it affords companies and investors access to the world's capital markets.

Deutsche Börse has a broader basis than any of its competitors. Its product and services portfolio covers the entire process chain: including securities and derivatives trading, transaction settlement, the provision of market information, as well as the development and operation of electronic trading systems. With its process-oriented business model, Deutsche Börse increases the efficiency of capital markets: issuers benefit from low capital costs; investors enjoy the advantages of high liquidity and low transaction costs. About 3,300 employees service customers in Europe, America and Asia.

Facts and information

Sectors:	Banking/Finance, IT
Number of employees worldwide:	About 3.300
Locations:	In Germany, Luxembourg, Switzerland, Spain, Czech Republic and the USA, as well as representative offices in Chicago, Dubai, Hong Kong, Lisbon, London, Moscow, New York, Paris, Singapore and Tokyo

What is important to us

	1	2	3	4	5	6	7	8	9	10
Grades at university:										
Duration of studies:										
Extracurricular activities:										
Work experience:										
Experience abroad:										
Languages:										
Required language skills:										

Bachelor:	✓
Master:	✓
Ph.D. students:	✓
MBA/EMBA:	✓
What is also important to us	Self-initiative, ability to work independently, analytical skills, distinctive team and communication skills as well as dedication
Preferred major	Business/economics, law, information technology, mathematics, physics, humanities, other subjects

What we offer

Departments:	www.deutsche-boerse.com/career
Internships:	✓
Trainees:	✗
B.A./M.A. thesis:	✓ The prerequisite for support for your work lasting at least three to six months is the successful completion of a work placement with Deutsche Börse and a good pre-diploma certificate. You should submit your subject proposal as a short exposé/thesis paper including structure.
MBA projects:	✗

You can apply for the following dates during the IBD

Workshop	Thursday, October 2, 2:15 PM - 6:00 PM, Room Z131: The Impact of the Subprime Crises on Exchange Organizations
Interview	Thursday, October 2, 8:00 AM - 6:00 PM, Room 06-003




your spirit of adventure

The exhilaration of take-off, the infinite perspective, the first sight of new worlds. For most people such moments are the exception, not the rule. For others, the flight into the unknown and the discovery of new horizons define their nature just as clearly as they do our own. That's why, as a graduate at Dresdner Kleinwort, we'll give you the support and training to think wider, go further and continue the tradition of innovation which has made us one of the world's foremost investment banks. It's also why the path to success here is unlike any other.

www.dresdnerkleinwort.com/graduates

Unexpected viewpoints. Radical thinking. Inspiration.



A member of **Allianz** 

As used herein, "Dresdner Kleinwort" means Dresdner Bank AG and any of its associated companies or affiliates. Dresdner Bank AG is authorised by the German Federal Financial Supervisory Authority.

Dresdner Kleinwort



Dresdner Bank AG, Dresdner Kleinwort
Christiane Jagels

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Marketing & Recruitment

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E-mail: christiane.jagels@dkib.com

Homepage: <http://www.dkib.com>

Dresdner Kleinwort is the investment banking division of Dresdner Bank AG and a member of Allianz. Headquartered in our home markets of London and Frankfurt we have an international network of offices from which we offer a wide range of financial products and services to European and international clients through our Global Banking and Capital Markets business lines.

We are a relationship-driven, progressive and client-focussed organisation that aims to provide tailored solutions to our clients. Through our people we strive to deliver inspiring solutions that add real value to our clients' business. Dresdner Kleinwort is looking for outstanding graduates with keen interest in pursuing a career in financial markets. We are also recruiting students to join our Internship programme. We have opportunities across the business for exceptional graduates and are recruiting within Global Banking and Capital Markets, Risk Management, Finance and IT.

Facts and information

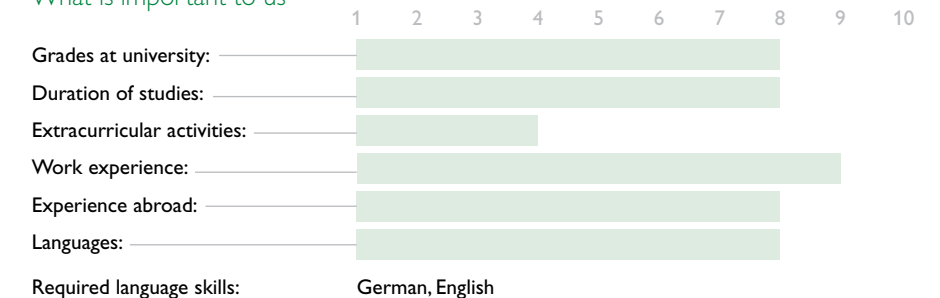
Sectors:

Banking/Finance

Locations:

Frankfurt, London, New York, Singapore, Tokyo, Paris, Milan, Madrid, Moscow...

What is important to us



Bachelor:



Master:



Ph.D. students:



MBA/EMBA:



What is also important to us

Analytical, creative, motivated, open minded, team player
At university you will have specialised in business administration, economics or another subject relevant to banking


Preferred major

What we offer


Departments:

Global Banking, Capital Markets, Risk Management, Finance and IT

Internships:

 **Summer Internship deadline in London is 6th February 2009, in Frankfurt we do not have any deadlines**

Trainees:

 **Graduate deadline in London is 6th November 2008, in Frankfurt we do not have any deadlines**

B.A./M.A. thesis:



You can apply for the following dates during the IBD

Interview

Monday, October 6, 8:00 AM - 6:00 PM, Room 09-120



First job. Lasting impression.

A chance. An opportunity. A foot in the door. At Goldman Sachs, your first job will give you more. You'll gain access to unparalleled training programs. Work alongside some of the smartest minds in the financial industry. And gain hands-on experience that will serve you right now, and for years to come.

Goldman Sachs at University of St. Gallen – Investment Banking Days

We invite all students to meet Goldman Sachs representatives at the "Investment Banking Days" event to find out more about our graduate and internship opportunities in Europe for 2009.

We welcome the opportunity to meet you at these events:

- Graduate Fair: 29 September 2008, 9:00 am – 2:30 pm
- Dinner: 30 September 2008, 7:00 pm
- Workshop: 01 October 2008, 8:00 am – 12:00 pm
- Interviews: 01 October 2008, 8:00 am – 6:00 pm

Application Deadlines:

- Fulltime: 19 October 2008
 - Summer Internships: 07 December 2008
 - Off-Cycle Internship: Throughout the year. Apply 2 to 4 months before the internship is due to start.
- To find out more about the options available to you and to complete an online application, please visit gs.com/careers or contact our recruiter Leonie Cremer, +49 69 7532 2218 or leonie.cremer@gs.com



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Homepage: <http://www.gs.com/careers>

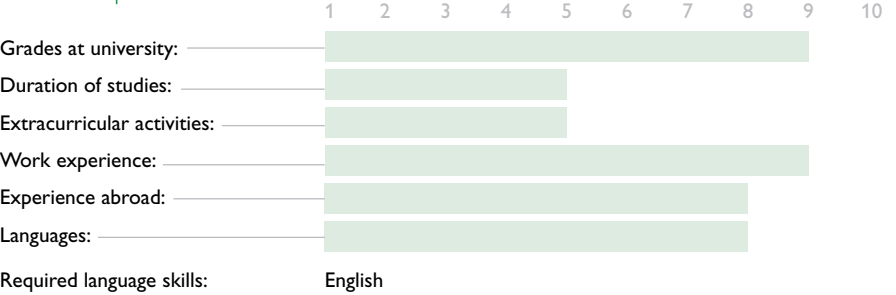
Goldman Sachs is a leading global investment banking, securities and investment management firm that provides a wide range of services worldwide to a substantial and diversified client base that includes corporations, financial institutions, governments and high net worth individuals. Founded in 1869, it is one of the oldest and largest investment banking firms.

The firm is headquartered in New York and maintains offices in London, Frankfurt, Zurich, Paris and other major financial centres around the world. We invite all students to meet Goldman Sachs representatives at the "Investment Banking Days" event to find out more about our graduate and internship opportunities in Europe for 2009. We will offer a workshop and 1st round interviews on campus. Please apply via the HSGtalents website!

Facts and information

Sectors:	Banking/Finance
Number of employees worldwide:	More than 30,000
Locations:	London, Frankfurt, Zurich, Geneva

What is important to us



Bachelor:	✓
Master:	✓
Ph.D. students:	✓
MBA/EMBA:	✓

What we offer

Departments:	Securities Division (Equities; Fixed Income, Currency & Commodities); Investment Banking Division; Investment Management Division (Asset Management & Private Wealth Management)
Internships:	✓ Spring Programme; Summer Internships and off-cycl internships (throughout the year)
Trainees:	✓
B.A./M.A. thesis:	✗
MBA projects:	✓
Application procedure	
Additional incentives	

You can apply for the following dates during the IBD

Workshop	Wednesday, October 1, 8:00 AM - 12:00 PM, Room 09-115: Mergers & Acquisitions - Exploring a transatlantic acquisition scenario
Interview	Wednesday, October 1, 8:00 AM - 6:00 PM, Room 06-005



a fast track for your career

Jill Bradford
Head of Recruitment
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EC4N 6AS London

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E-mail: jillbradford@grisonsppeak.com
Homepage: <http://www.grisonsppeak.com>

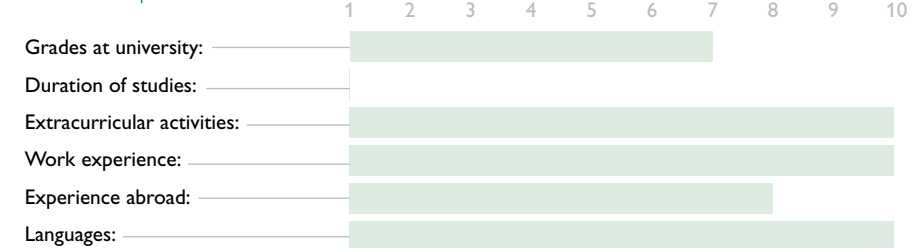
Grisons Peak LLP, a London based European and North Asia focussed investment bank focussed solely on the financial services sector. We advise on M&A transactions, raise equity and debt privately for our institutional clients, as well as funding for hedge funds and private equity firms. Our network of partner banks gives us nearly Pan European coverage. Our Chinese and U.S. partner banks position us as a truly cross border player.

We are looking for candidates strong in quantitative skills, highly driven, multi-lingual, confident, possess a desire to grow, and maturity which would enable them to work daily with high profile clients as well as directly with Managing Directors. We provide a unique opportunity with exposures to M&A, Private Equity and Hedge funds, and expertise and international deal experience in ever revolving sectors.

Facts and information

Sectors:	Banking/Finance
Number of employees worldwide:	14
Locations:	London based / European focused

What is important to us



Required language skills:

Bachelor:	✓ Emphasis in Finance/Quant
Master:	✓ Emphasis in Finance
Preferred major	Degrees with an emphasis on Finance

What we offer

Departments:	Analysts / Associates
Internships:	✓ Selected candidates will work along side Analysts and Associates.
Application procedure	Apply by submitting a motivational letter and resume to jillbradford@grisonsppeak.com
Additional incentives	Candidates would work in three sectors: M&A, Private Equity, and Hedge funds



Hello World

truly global banking

Analyst opportunities

HSBC's Global Banking & Markets is an emerging markets-led and financing focused business that provides tailored financial solutions to major government, corporate and institutional clients in more than 60 countries and territories worldwide.

We recruit graduates into a range of areas across our business, including Global Banking & Markets, Group Private Banking and Global Asset Management. We also run 10-week summer internship programmes for penultimate year students.

If you are interested in a career with a truly global organisation, please visit our website:
www.hsbcnet.com/campusrecruitment



HSBC Bank plc

HSBC Private Bank 

8 Canada Square
Canary Wharf
E14 5HQ London

Homepage:
hsbcnet.com/campusrecruitment

With around 330,000 employees in 83 countries and territories, HSBC is one of the largest financial services organisations in the world, and one of the few banks with a truly global presence. We are recognised for combining this truly global reach with local knowledge, the wide range of products and services we offer, and the expertise of our people.

HSBC has a long-term commitment to our clients in emerging markets, delivered through a co-ordinated coverage and our global-local infrastructure and presence. Our expertise in all areas of financial services, and experience in complex negotiations and cross-border activities have earned us the respect of the organisations that we work for. Managed as a global business, we develop financial solutions that meet individual client needs through teams which bring together relationship managers and product specialists. We take a long-term approach to our clients and invest time in building strong relationships and understanding each client's financial requirements.

As an emerging markets and financing focused business, we are well positioned to benefit from new market growth around the world. The size of the HSBC Group means that we are able to provide a wide range of financial services to our clients, both national and international. It also means that we can offer our people careers of unlimited potential.

Facts and information

Sectors:	Banking/Finance
Number of employees worldwide:	330'000
Locations:	83 countries and territories worldwide

What is important to us

	1	2	3	4	5	6	7	8	9	10
Grades at university:										
Duration of studies:										
Extracurricular activities:										
Work experience:										
Experience abroad:										
Languages:										

Bachelor:	✓
Master:	✓
MBA/EMBA:	✓
What is also important to us	

We are looking for people who are confident and prepared to take on responsibility early. We recruit candidates from any degree background who meet our minimum criteria (see hsbcnet.com/campusrecruitment), but you should be able to demonstrate an interest in global finance. Due to the international nature of our business, languages are also very useful.

What we offer

Departments:	We recruit at analyst level into a range of areas across our business, including Corporate Banking, Investment Banking, Global Markets, Research, Infrastructure (Global Markets Operations, Finance, Compliance and Market Risk Management), as well as into HSBC Amanah (our Islamic Finance division), HSBC Private Bank and HSBC Investments.
Internships:	Yes, We also run 10-week summer internship programmes for penultimate-year students in the above business areas. This will run from July 08 till Sept 08. Our internship recruitment deadline is 22nd February 2008.
Trainees:	✓
B.A./M.A. thesis:	✓
MBA projects:	✓
Application procedure	Online Applications only.

You can apply for the following dates during the IBD

Workshop	Wednesday, October 8, 2:15 PM - 6:00 PM, Room Z131: HSBC M&A case study
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DENKEN SIE WENIGER AN DIE ZUKUNFT MACHEN SIE WAS AUS IHR

Sie grübeln über mehr als die eigene Zukunft nach? Dann setzen Sie Ihre Vorstellungen in die Tat um – und starten Sie Ihre Karriere bei IBM. Denn schon als Berufseinsteiger begleiten Sie spannende Projekte mit denen wir Kunden auf der ganzen Welt einen Vorsprung im Wettbewerb verschaffen. ibm.com/start/ch



START@IBM

IBM Schweiz AG



Ms. Csilla Orban
Vulkanstrasse 106, Postfach
8010 Zürich

Phone: +41 58 333 09 09
E-mail: chjobs@ch.ibm.com
Homepage: <http://www.ibm.com/employment/ch>

While IBM strives to hire the best minds anywhere, it's what our employees do together that's changing the world.

For nearly 100 years, IBM has led the world in creating innovative solutions and products that have changed not only business, but history as well.

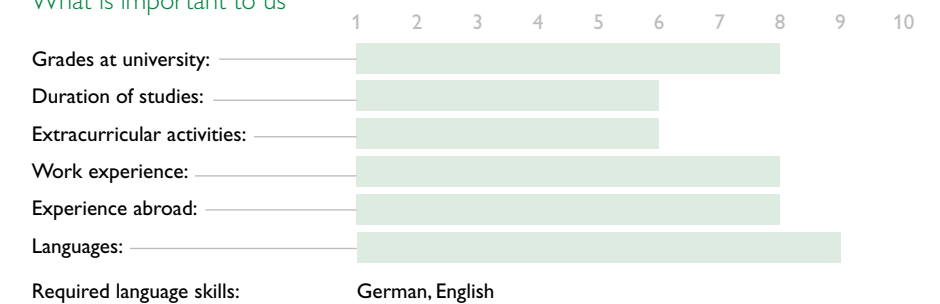
With its global scale and breadth of disciplines, IBM offers more opportunities for growth and more attractive benefits than the competition; and no one else can match IBM's unique mix of people, business knowledge and technological expertise that helps real companies solve real problems. So when someone joins the IBM family, they know they will be a part of something great.

IBM is one of the first companies in history to embrace the hiring of qualified personnel regardless of race, color, gender or creed. IBM fosters a culture of inclusion and proactively engages in and promotes diversity hiring as part of our innovation strategy.

Facts and information

Sectors:	IT, Consulting
Number of employees worldwide:	388'000
Number of employees in Switzerland:	3'400
Locations:	Zurich, Basel, Berne, Geneva, Lugano, Prilly, Winterthur

What is important to us



Required language skills: German, English

Bachelor:	✓
Master:	✓
Ph.D. students:	✓
MBA/EMBA:	✓
What is also important to us	Team spirit, communication, focussed
Preferred major	Economics, business sciences, information management

What we offer

Departments:	Consultants, sales and distribution, project management, technics
Internships:	✓ Duration 3-6 months; also bachelor internship: 1 year
Trainees:	✓ Consultant Graduate Sales School
B.A./M.A. thesis:	✓ See www.ibm.com/employment/ch
MBA projects:	✓ On request
Application procedure	Online: www.ibm.com/employment/ch

You can apply for the following dates during the IBD

Workshop Thursday, October 9, 2:15 PM - 6:00 PM, Room Z130



We're different at J.P. Morgan. We boast the world's finest minds. We work as a team. We win as a team. And inclusivity is everything. That difference is our strength. Make it yours. Join our award winning internship and graduate programmes. **This is where you need to be.**



jpmorgan.com/careers

Corinna Haas
Graduate Recruiting
Junghofstrasse 14
60311 Frankfurt/Main

Phone: 0049-69-7124-1500
E-mail: corinna.haas@jpmorgan.com
Homepage: <http://jpmorgan.com/careers>

From the start, our goal has been to become the world's most profitable, respected and influential investment bank. Two hundred years on, this hasn't changed. We are still an industry innovator, forcing the pace of change in global finance, executing "first-class business, in a first-class way".

J.P. Morgan is the investment banking business of JPMorgan Chase, a leading global financial services firm with assets of more than \$1.6 trillion and operations in over 50 countries. We serve the interests of clients who have complex financial needs, whether they are major corporations, governments, private firms, financial institutions, non-profit organisations or even private individuals.

During the HSG IB Days we offer on-campus interviews (full first round) on 3rd October for interns and graduates. Please apply via the HSGtalents website.

Facts and information

Sectors:	Banking/Finance
Number of employees worldwide:	170
Number of employees in Switzerland:	45
Locations:	In more than 50 countries, Headquarter: New York, Europe: London, Frankfurt, Zurich

What is important to us

	1	2	3	4	5	6	7	8	9	10
Grades at university:										
Duration of studies:										
Extracurricular activities:										
Work experience:										
Experience abroad:										
Languages:										
Required language skills:	German, English									

Bachelor:	✓
Master:	✓
What is also important to us	Keen interest in financial markets, strong analytical skills, eagerness to learn and to succeed, good team spirit
Preferred major	Business, Economics

What we offer

Departments:	Investment Banking, Sales, Trading & Reseach, Asset Management, Private Banking, Risk, Operations, Finance & Business Management, Technology
Internships:	✓
Trainees:	✓
Application procedure	Online-application via www.jpmorgan.com/careers
Additional incentives	Programs: JPMorgan Spring Week, JPMorgan Banking Seminar, Training: 1-week Intern Training in London, 8-weeks Analyst Training in New York

You can apply for the following dates during the IBD

Interview	Friday, October 3, Location: Hotel Einstein
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Drive the growth of multinational companies. Keep worldwide commerce on the move. Advise global business leaders. At Lehman Brothers, it's all in a day's work.

With over 50 principal offices in 28 countries, Lehman Brothers serves the financial needs of corporations, governments, private equity firms, hedge funds and high net worth individuals globally. By serving them, our reach extends far beyond numbers.

Your skills can take you places at Lehman Brothers. Join us today and shape the businesses of tomorrow.

Find out more about our opportunities at www.lehman.com/careers

A Career That Moves The World

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Graduate Recruitment,
25 Bank Street
E14 5LE London

Phone: United Kingdom
E-mail: www.lehman.com/careers
Homepage:

Lehman Brothers is One Firm of dedicated professionals, working together to build unrivalled partnerships with our clients. Our hallmark is a unique culture that puts clients at the heart of everything we do, stands by our commitment to maintain the highest ethical standards, focuses on our clients' best interests and delivers the full resources of the Firm every day to help our clients realize their vision.

An innovator in global finance, the Firm serves the financial needs of corporations, governments and municipalities, institutional clients, and high net worth individuals worldwide. We maintain leadership positions in capital markets (including equity and fixed income sales, trading and research), investment banking, and investment management (including private investment management, asset management and private equity). Lehman Brothers is headquartered in New York, with regional headquarters in London and Tokyo, and operates in a network of offices around the world.

Facts and information

Sectors:	Banking/Finance
Number of employees worldwide:	25'000
Locations:	More than 50 principal offices in over 23 countries

What is important to us

	1	2	3	4	5	6	7	8	9	10
Grades at university:										
Duration of studies:										
Extracurricular activities:										
Work experience:										
Experience abroad:										
Languages:										
Required language skills:	German, English, French, Italian, Spanish, Arabic, Danish, Finnish, Norwegian, Russian, Swedish									

Bachelor:	✓
Master:	✓
Ph.D. students:	✓
MBA/EMBA:	✗
What is also important to us	We assess candidates using a range of key competencies which include problem solving skills, teamwork, leadership, communication skills, professional presence and initiative. All of these competencies are equally weighted and we look for evidence of these in the CV, cover letter and throughout the interview process. We will also need to be convinced of your interest and commitment to the financial services industry and to Lehman Brothers in particular. We consider applications from all disciplines.
Preferred major	

What we offer

Departments:	Investment Banking, Capital Markets, Investment Corporate Division
Management:	✓
Internships:	✓
Trainees:	✓
B.A./M.A. thesis:	✗
MBA projects:	✗
Application procedure	All applications for full time and internship positions must be submitted online at www.lehman.com/careers .

You can apply for the following dates during the IBD

Workshop	Wednesday, October 8, 8:00 AM - 12:00 PM, Room Z131 Wednesday, October 8, 8:00 AM - 12:00 PM, Room Z131: Insight into LBO - a Debt Financed Acquisition
Interview	Wednesday, October 8, 8:00 AM - 6:00 PM, Room 06-005

Make a difference faster

Join a firm where you can make a difference quickly. Morgan Stanley, a global leader, can make you part of the financial markets, techniques and transactions that help shape the world we live in.

We give you responsibility as fast as you can handle it, to make an impact on our business and on the world at large.

LEARN MORE AND APPLY ONLINE AT
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HR/Recruiting
25 Cabot Square
Canary Wharf
E14 4QA London

Phone: +44 207 425 6087
E-mail: kessiah.hunt@morganstanley.com
Homepage: <http://www.morganstanley.com/about/careers/recruiting>

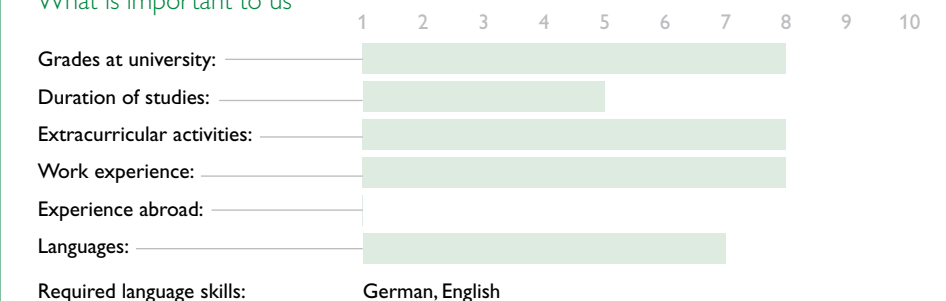
Morgan Stanley is a leading global financial services firm providing a wide range of investment banking, securities, investment management and wealth management services. The Firm has over 45,000 employees in more than 600 offices in 33 countries, serving clients worldwide including corporations, governments, institutions and individuals. Services offered include: investment banking advice on mergers and acquisitions, privatisations and financial restructuring; debt and equity underwriting; sales and trading in all the world's major markets; and market leading research.

Morgan Stanley also manages more than \$700 billion for institutional and high net worth investors across a broad range of asset classes, from traditional equity and fixed income through to hedge funds, private equity, real estate and infrastructure.

Facts and information

Sectors:	Banking/Finance
Number of employees worldwide:	184
Number of employees in Switzerland:	45,000
Locations:	New York, London, Hong Kong, Tokyo and throughout Europe including Frankfurt, Munich and Zurich.

What is important to us



Required language skills: German, English

Bachelor:	✓
Master:	✓
Ph.D. students:	✓
MBA/EMBA:	✗

What is also important to us: The strongest candidates are those who excel both inside and outside the classroom, with strong academic performance and extra-curricular activities, and who show strong motivation and superior interpersonal skills.

What we offer

Departments: IBD, Sales & Trading, Investment Management, Private Wealth Management, Equity Research, Technology, Operations, Finance, Credit

Internships:	✓
Trainees:	✓
B.A./M.A. thesis:	✗
MBA projects:	✗

Application procedure: Apply online at www.morganstanley.com/careers/recruiting

You can apply for the following dates during the IBD

Interview: Tuesday, October 7, 8:00 AM - 6:00 PM, Room 06-003

Your entry into Investment Banking



Rothschild is a leading international Investment Bank with more than 880 bankers and a network of over 45 subsidiaries in 33 different countries. In Germany Rothschild is one of the leading houses, continuously expanding its presence and business, and is one of the last investment banking institutions that is still privately owned with an exclusive focus on advisory business. Hence, Rothschild is in an exceptional position to give objective advice at any time in the following business areas: Mergers and Acquisitions (M&A), Equity Capital Markets (ECM), Restructuring as well as Debt Advisory.

We are looking for outstanding candidates and students with an excellent degree in business administration with a special focus on finance, banking or accounting/tax. We expect solid knowledge of mathematics and statistics, and you need to be fluent in German and English. Ideally, you have already gained work experience from another relevant domestic and/or international internship.

Rothschild Deutschland
Erneste Wilbert
Börsenplatz 13–15
60313 Frankfurt am Main

Telephone +49 (0) 69 2 99 88 48 03
bewerbung@rothschild.de
www.rothschild.de

HR

Boersenplatz 13-15
60313 Frankfurt/Main

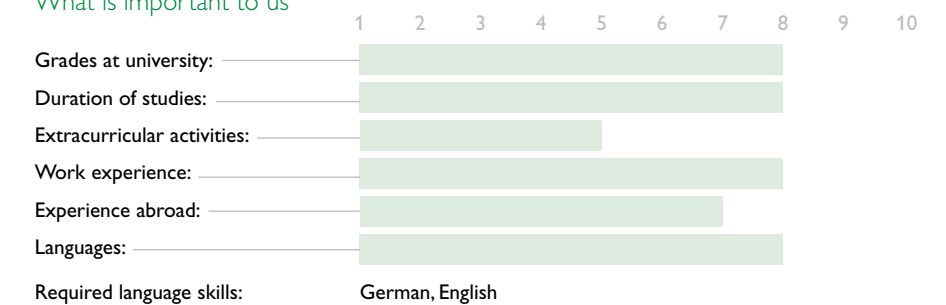
Phone: +49 69 299 884 803
E-mail: erneste.wilbert@rothschild.de
Homepage: <http://www.rothschild.de>

Rothschild is a leading international Investment Bank with more than 880 bankers and a network of over 45 subsidiaries in 33 different countries. In Germany Rothschild is one of the leading houses, continuously expanding its presence and business, and it is one of the last investment banking institutions that is still privately owned with an exclusive focus on advisory business. Hence, Rothschild is in an exceptional position to give objective advice at any time in the following business areas: Mergers & Acquisitions (M&A), Equity Capital Markets (ECM), Restructuring as well as Debt Advisory.

Facts and information

Sectors:	Banking/Finance
Number of employees worldwide:	880
Locations:	Frankfurt

What is important to us



Bachelor:	✓
Master:	✓
Ph.D. students:	✗
MBA/EMBA:	✓
Preferred major:	Business Administration with a focus on finance, banking or accounting/tax

What we offer

Departments:	Investmentbanking
Internships:	✓ Rothschild offers a wide range of interesting internships for excellent students. Rothschild Frankfurt promotes talent and is a challenging starting point for a career in Investmentbanking. Earliest start: any time during the year: Duration: min. of 3 months
Trainees:	✓ Rothschild offers a wide range of exciting opportunities for outstanding graduates. Rothschild promotes talents and is challenging starting point for a career in Investmentbanking. As a graduate you will have the opportunity to participate in the Rothschild European Graduate Programme in London. Here you will gain international experience and familiarise yourself with the wider Rothschild group.
B.A./M.A. thesis:	✓
MBA projects:	✗
Application procedure:	Regular
Additional incentives:	M&A, ECM, DCM, Restructuring

You can apply for the following dates during the IBD

Workshop	Monday, October 6, 8:00 AM - 12:00 PM, Room 10-U140: Cross-border M&A exemplified by the European expansion of Interbrew/InBev
Interview	Monday, October 6, 8:00 AM - 6:00 PM, Room 06-003

SAL. OPPENHEIM

Sal. Oppenheim jr. & Cie.
Corporate Finance (Schweiz) AG



Sal. Oppenheim statt Bulge Bracket.

DIE ERSTE ADRESSE FÜR IHRE KARRIERE IM INVESTMENT BANKING.

Sie möchten Ihre Karriere im internationalen Corporate Finance starten? Dabei möchten Sie von Anfang an mit erfahrenen Professionals zusammenarbeiten, in alle Phasen einer Transaktion eingebunden werden und früh selbst Verantwortung übernehmen? Als Unternehmen der Sal. Oppenheim Gruppe, der größten unabhängigen Privatbankgruppe in Europa, verbinden wir die Vorzüge einer traditionellen, eigentümergeführten Bank mit denen einer innovativen, internationalen Investmentbank – mit besten Aussichten für Ihre Karriere.

Wir freuen uns auf Ihre Kurzbewerbung mit CV per E-Mail.

Sal. Oppenheim jr. & Cie. Corporate Finance (Schweiz) AG

Annina Pallioppi, Human Resources Manager
Löwenstrasse 3 8022 Zürich Telefon + 41 44 21426-55
annina.pallioppi@oppenheim.ch www.oppenheim.ch/cf

Sal. Oppenheim jr. & Cie. Corporate Finance (Switzerland) Ltd.

Sal. Oppenheim
SAL. OPPENHEIM JR. & CIE.
CORPORATE FINANCE (SWITZERLAND) LTD

Annina Pallioppi
Human Resources
Löwenstr. 3
8022 Zürich

Phone: 044 214 26 55
E-mail: annina.pallioppi@oppenheim.ch
Homepage: <http://www.oppenheim.ch/cf>

We are the Swiss corporate finance division of the Sal. Oppenheim jr. & Cie. group, which was founded in 1789 and is based in Luxembourg. We are active in the field of corporate finance, which centres on four activities: Mergers & Acquisition, Equity Capital Markets, Real Estate Advisory and Financial Institutions.

Our extensive local knowledge is combined with the global expertise and the capital strength of this exclusive private and investment banking group, making us Switzerland's leading adviser for medium sized to large transactions.

Facts and information

Sectors:	Banking/Finance > Investment Banking/Corporate Finance
Number of employees worldwide:	>2000
Number of employees in Switzerland:	50
Locations:	Zurich, Frankfurt

What is important to us

	1	2	3	4	5	6	7	8	9	10
Grades at university:										
Duration of studies:										
Extracurricular activities:										
Work experience:										
Experience abroad:										
Languages:										
Required language skills:	German, English, French									

Bachelor:	✓ Only for internships
Master:	✓ Required for analyst positions
Ph.D. students:	✗ Not required (Master is sufficient)
MBA/EMBA:	✗ Not required (Master is sufficient)
What is also important to us	Motivation for business
Preferred major	MBF / MAccFin

What we offer

Departments:	Mergers & Acquisitions, Equity Capital Markets, Real Estate Advisory
Internships:	✓
Trainees:	✗
B.A./M.A. thesis:	✗
MBA projects:	✗

You can apply for the following dates during the IBD

Interview	Wednesday, October 8, 8:00 AM - 6:00 PM, Room 06-003
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GOING FORWARD, TAKING ACTION



INVESTMENT BANKING DAYS, UNIVERSITY OF ST. GALLEN

Société Générale is recruiting for 150 professions

Société Générale has been growing worldwide, in all banking and financial fields, for 10 years. Each day our 151,000 staff, of 119 different nationalities - recent graduates and experienced professionals, people without formal education and graduates of top universities, French International Assignment and permanent contract employees - act on behalf of our Group.

Become a part of our diversity

Société Générale is diverse in many ways. Our Group combines 150 professions, 119 nationalities, 82 countries, 600 different job functions and a work force that is 57% female. This diversity is the source of our strength and stability and drives our competitiveness and the professional development of all of our people. Each new talent we recruit adds to the professionalism and team spirit that drives our 151,000 employees.

Our growth outlook

In every corner of the world, our professionals serve, listen to and support more than 27 million retail banking and financial services clients. We strive to provide ever more services and greater customization, to constantly improve the quality of the relationship with our clients. We share this same approach in all of our activities: retail banking and financial services, global investment management & services and corporate & investment banking. In choosing us, you will join 151,000 men and women working to ensure our future success, as we continue to grow and develop.

careers.socgen.com
A new professional world

If you are a person with a disability, you can apply on **mission.handicap@socgen.com**

151,000 professionals
119 nationalities
57% women
60% international employees

150 professional fields
82 countries

Société Générale



International Recruitment
DRHG/CPP/REC/CPM
Espace 21 – Bâtiment 3
54 place de l'Ellipse
92972 Paris La Défense

Phone: +33 1 42 13 59 66
E-mail:
international.recruitment@socgen.com
Homepage: <http://careers.socgen.com>

An international group, Société Générale is one of the leading financial services providers in the euro zone. It employs more than 151,000 people worldwide, representing 119 nationalities, and has offices in 82 countries. It is listed in the four major socially responsible investment indexes. The Group provides a comprehensive range of financial products and solutions for corporate, institutional and private clients throughout Europe and the world.

Our business is focused on three main areas: Retail Banking & Financial Services, Global Investment Management & Services and Corporate & Investment Banking.

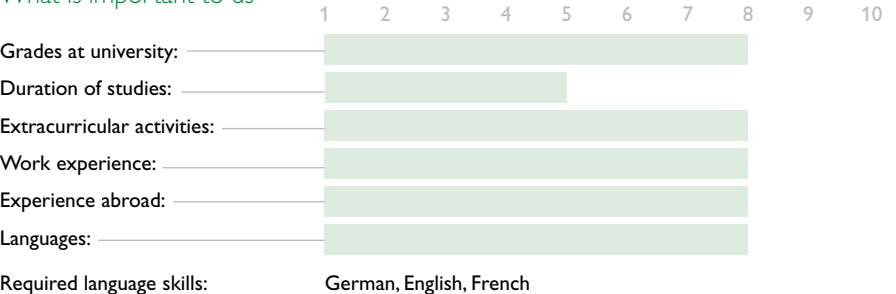
Société Générale Corporate & Investment Banking (SG CIB) is the Corporate and Investment Banking arm of the Société Générale Group. With a presence in 46 countries and with 12,000 employees worldwide, we combine expertise, advice and innovation to develop high added value, integrated financial solutions for our clients, based on our three areas of excellence: euro capital markets, derivatives, and structured finance. For issuers and investors alike, we offer high-performance, tailored investment and financing solutions. We also offer innovative market analysis through our Cross-Asset Research.

Société Générale welcomed more than 19,000 new employees worldwide in 2007. We offer a variety of opportunities throughout our global locations and businesses for talented and ambitious graduates who wish to pursue a career in banking and finance. So whether you're interested in our Graduate International Programme (GIP), our strategic audit career track, our internships or our French international assignments, we'd like to hear from you!

Facts and information

Sectors: Banking/Finance
Locations: 82 countries

What is important to us



Bachelor: ✓ We have a number of different opportunities available to Bachelor's students in our various locations.

Master: ✓ The vast majority of our open positions are open to Master's degree students.

What is also important to us: Team spirit, professionalism, analytical thinking, good communication and interpersonal skills. Language skills and a taste for international mobility are highly appreciated.

Preferred major: Finance, economics, and qualifications with a strong quantitative focus.

What we offer

Departments: Equity Derivatives, Structured Finance, Debt Capital Markets, Equity Capital Markets, Export Financing, Strategic & Acquisition Finance, Mergers & Acquisitions, etc.

Internships: ✓ We offer internships in our different businesses throughout our global locations. Our Group policy is to offer internships of a minimum of six months in duration.

You can apply for the following dates during the IBD

Workshop: Tuesday, October 7, 2:15 PM - 6:00 PM, Room Z131: From drawing board to sales pitch: the challenges of selling innovative structured products



Make our vision yours.

graduates@swissre

At Swiss Re we're looking for people with ideas, talent and the drive to realise their vision. If you're one of them, the graduates@swissre programme will enable you to do it. Swiss Re helps businesses around the globe to realise their vision, delivering innovative financial solutions and reinsurance products to enable the risk-taking that is essential for enterprise and progress. This is a broad and complex business, so wherever your interests lie there may well be a place for you in our interdisciplinary graduate programme. In 18 intense months you'll have the opportunity to learn, hone your creativity, develop your leadership skills and build an exciting career. This could be your greatest opportunity!

Expertise you can build on. **Swiss Re**



Swiss Reinsurance Company



University Marketing
Mythenquai 50/60
8022 Zürich

Phone: +41 43 285 6691
E-mail: dorthe_habersatter@swissre.com
Homepage:
<http://www.swissre.com/graduates>

As the world's leading and most diversified global reinsurer, Swiss Re offers financial services products that enable risk taking essential to enterprise and progress.

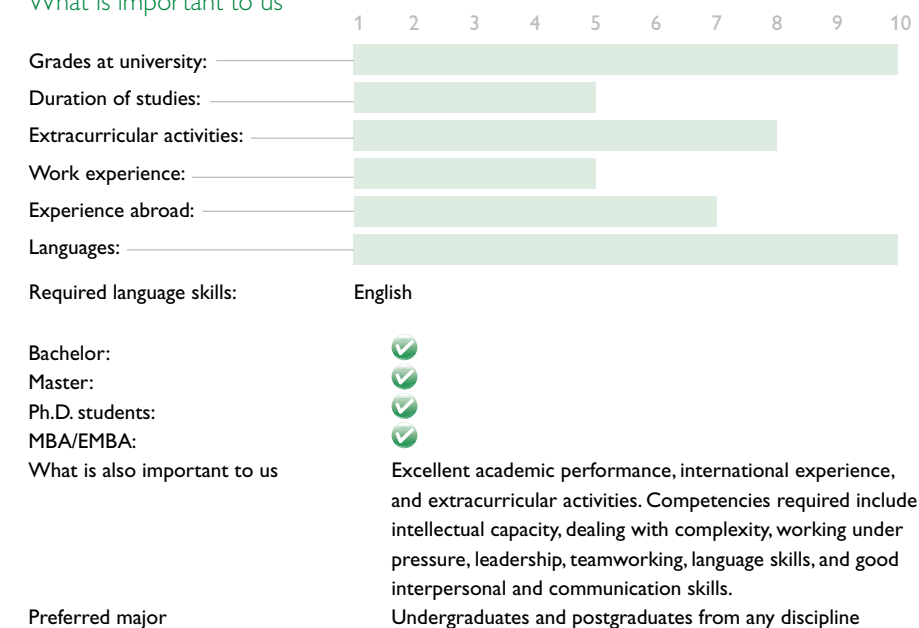
Founded in Zurich, Switzerland, in 1863, Swiss Re operates in more than 25 countries and provides its expertise and services to clients throughout the world. Swiss Re's traditional reinsurance products and related services for property and casualty as well as for life and health business are complemented by insurance-based corporate finance solutions and supplementary services for comprehensive risk management.

A company's sustainability practice and its reputational value are increasingly perceived as important drivers of business success. Swiss Re has firmly integrated sustainability practice into its corporate framework, thus creating economic value by improving its environmental and social performance beyond mere compliance with laws and regulations.

Facts and information

Sectors:	Banking/Finance, Insurance
Number of employees worldwide:	11000
Number of employees in Switzerland:	3000
Locations:	+25 Countries

What is important to us



What we offer

Departments:	Graduates@swissre programme: As graduate joining the graduates@swissre programme you will be assigned to one of our core business areas. The exceptional training for your chosen career path combines general business learning modules and specific technical modules offering a unique and well rounded curriculum, linked to our corporate principles and strategy.
Internships:	✓
Trainees:	✓
B.A./M.A. thesis:	✓ Only when advertised online
MBA projects:	✓ Only when advertised online
Application procedure	Online application procedure
Additional incentives	If you are a graduate with three plus years of relevant work experience, you have the opportunity to join a pool of highly qualified graduates who will be assigned during the duration of the programme to group projects and global initiatives that are of strategic importance.

You can apply for the following dates during the IBD

Workshop	Friday, October 3, 8:00 AM - 12:00 PM, Room 09-115: Alternative Investments
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Together we ...

Make the
best team

The first thing you learn at UBS is that our relationships with clients and employees are central to our success. We are a leading financial firm made up of talented individuals – all of whom are committed to their clients and their worldwide team. A career at UBS means working to bring together the ideas of people from more than 150 nations to meet the challenges of finance. You will be provided formal training coupled with the chance to work alongside and learn from senior managers and talented peers in a supportive environment. This puts you on a track that rewards performance, teamwork and smart thinking.

It starts with you: www.ubs.com/graduates

Wealth Management | Global Asset Management | Investment Bank

You & Us



UBS AG



HR Graduate Recruitment
Postfach
8098 Zürich
Phone: 0800 840 040
E-mail: gtp@ubs.com
Homepage: <http://www.ubs.com/graduates>

UBS is the leading global wealth manager, a leading global investment banking and securities firm, and one of the largest global asset managers. In Switzerland, UBS is the market leader in retail and commercial banking.

Facts and information

Sectors:	Banking/Finance
Number of employees worldwide:	84000
Number of employees in Switzerland:	28000
Locations:	In over 50 countries worldwide

What is important to us

Grades at university:	1 2 3 4 5 6 7 8 9 10
Duration of studies:	
Extracurricular activities:	
Work experience:	
Experience abroad:	
Languages:	
Required language skills:	German, English

Bachelor:	✓
Master:	✓
Ph.D. students:	✓
What is also important to us	Highly developed social skills, team player, highly motivated, good analytical skills, internships, above average degree, degree-related study and internship programs abroad
Preferred major	All, but mainly business administration, economics, informatics/IT, business informatics, law

What we offer

Departments:	Global Wealth Management & Business Banking, Investment Bank, Global Asset Management, Corporate Center
Internships:	✓ 3-6 months
Trainees:	✓ 18-24 months
Application procedure	Online-Application, Online-Tests, Interviews, Assessment Center
Additional incentives	On- und off-the-job Ausbildung

You can apply for the following dates during the IBD

Workshop	Tuesday, September 30, 8:00 AM - 12:00 PM, Room 22-104: Investment Banking at UBS
Interview	Tuesday, September 30, 8:00 AM - 6:00 PM, Room 06-005, 06-003



Graduate Program in Markets & Investment Banking

Markets & Investment Banking (MIB) is our new division within the UniCredit Group. It unites ancient investment banks of the Hypo- und Vereinsbank AG, Bank Austria Creditanstalt AG and UniCredit Banca Mobiliare S.p.A..

We are looking for motivated young graduates (m/f) for the division "Markets & Investment Banking". The **Graduate Program in Market & Investment Banking** consists of several modules which allow graduates to gain an overall impression of the capital market business of UniCredit MIB by working & rotating in the departments that are important for their target area. A structured seminar concept supports the transfer of academic knowledge into practice. According to respective profiles, graduates have the chance to enter the program in one of the UCG countries like Germany, Italy, UK, Austria, Poland or Russia.

We offer you different target positions in:

- Corporate Finance
- Research
- Structured Products/Financial Engineering
- Origination and
- Sales & Trading

Off-the-job you will learn the theoretical basics of investment banking, which is compatible as preparatory course for the certified chartered analyst.

Your Profile

- Academic degree in economics, business studies or similar degree
- Practical experience in capital markets / financial sector
- Analytical skills (modelling, benchmarking, etc.)
- Proficient computer skills (MS Office)
- Communication and presentation skills
- Team player
- Proficient in English

Location: Munich, Milan, London, Warsaw, Moscow

Contact Person

UniCredit Markets & Investment Banking
Talent Center
Simone Pfeffer
Simone.Pfeffer@unicreditgroup.de

Please apply online via www.hvb.de/jobs!

UniCredit Group,
HypoVereinsbank



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Homepage: <http://www.hvb.de/jobs>

Let us introduce ourselves: UniCredit Group has approx. 180,000 employees, about 9,000 branches worldwide and 40 million customers. We are a major international financial institution with strong roots in 23 European countries as well as representative offices in 27 other markets. We are proud to be one of the largest financial service organizations in Europe in terms of size and profitability.

Holding a leading position in one of the main regions of Western Europe – Austria, Germany and Italy, UniCredit is also the undisputed leader in the rapidly growing markets of Central and Eastern Europe.

Within UniCredit Group the Markets & Investment Banking (MIB) division represents the competence center for all financial markets and investment banking activities. MIB operates worldwide and is devoted to the service of major companies and multinationals, offering a full range of investment solutions.

So as you can see: UniCredit has embarked on an exciting journey. We are thinking and acting in European dimensions – and yes, we like to grow because we see a chance in every change. Are you ready for a change? Are you thrilled by the idea of joining a European banking group?

Facts and information

Sectors:	Banking/Finance > Asset Management, Banking/Finance, Global Markets - Equities, Global Markets - Fixed Income, Investment Banking/Corporate Finance, Private Banking
Number of employees worldwide:	170000
Number of employees in Switzerland:	k.A.
Locations:	Munich, Vienna, London, Milan

What is important to us

	1	2	3	4	5	6	7	8	9	10
Grades at university:										
Duration of studies:										
Extracurricular activities:										
Work experience:										
Experience abroad:										
Languages:										

Required language skills: German, English, Italian

Bachelor:	✓
Master:	✓
MBA/EMBA:	✗
Preferred major	Finance/Banking, International Management, Economics, Finance Maths

What we offer

Departments:	Markets & Investment Banking International Graduate Program; Corporate Division International Graduate Program, UniCredit International Program "Fast Start"
Internships:	✓ Approx. 450 vacancies, always posted on our homepage
Trainees:	✓ Approx. 180 vacancies in several divisions, Duration: 12-15 months
B.A./M.A. thesis:	✗ In agreement with the respective business line
Application procedure	Online Application, Interviews, Assessment Center
Additional incentives	Kick-off weeks and Training within our MIB Campus, Global MIB Graduate day, cross-divisional Trainee-Day, networking-events, workshops, etc.

You can apply for the following dates during the IBD

Interview	Wednesday, October 8, 8:00 AM - 6:00 PM, Room 09-120
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Get Ready for the Investment Banking Days

18th - 25th September 2008

How to Apply Successfully to Investment Banks

When 18th September 2008
 16:00 - 19:00h
 Where Room 09-012
 Trainer Leonie Cremer, Goldman Sachs
 Firmwide Graduate Recruitment
 Registration HSGtalents
 Language English



How to Draft your CV - Individual sessions (30min)

When 23th/24th September 2008
 09:00 - 17:00h
 Where B-Foyer
 Trainers from Staufenbiel, Schweizerische Nationalbank,
 VTM Group Liechtenstein
 Registration Sign-up at the CSC-HSG Office, Guisanstr. 3
 Language English and German

Staufenbiel Institut
part of groupgti

SCHWEIZERISCHE NATIONALBANK
 BANQUE NATIONALE SUISSE
 BANCA NAZIONALE SVIZZERA
 BANCA NAZIUNALA SVIZRA
 SWISS NATIONAL BANK



How to Get the Banking Job you Want

When 25th September 2008
 14:15 - 17:00h
 Where Room 22-207
 Trainer Emily Price, Lehman Brothers
 European Analyst Recruitment
 Registration HSGtalents
 Language English

LEHMAN BROTHERS



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